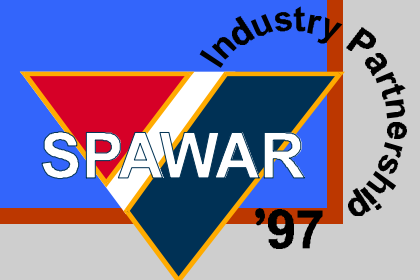


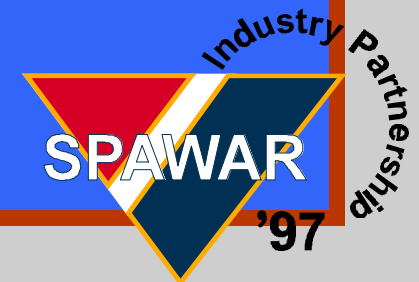
KEY PERSONNEL IN CONTRACTS

• Terry Watkins	10	(803)974-5100
• Bill McDowell	11	(803)974-5110
• William Paggi	11A	(803)743-2703
• Joliene Bowers	111	(803)743-2703
• Joyce McCreight	112	(803)974-5112
• Linda Blanton	11B	(803)743-2776
• Lou Ann Salmon	1118	(757)558-6640



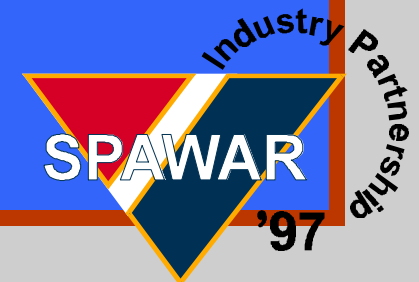
CONTRACT'S DIVISION P.O.C.

TEAM LEADER	PHONE #	CUSTOMER
Paulette Dillard (1113)	(803)743-6635	Code 30
Jean Duncan (1115)	(803)743-4491	Code 50
Carol Walsh (1116)	(803)743-4934	Code 60
Bill Thomas (1117)	(803)743-4781	Code 70
LouAnn Salmon (1118)	(757)558-6640	Norfolk



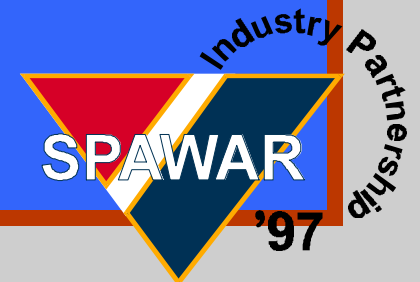
AWARD STATISTICS

	FY-96	FY-97 Oct 96-May 97
Small Business	\$215,075,100	\$202,239,247
Competitive	\$362,174,695	\$241,600,910
Total Obligated	\$739,917,061	\$840,810,088



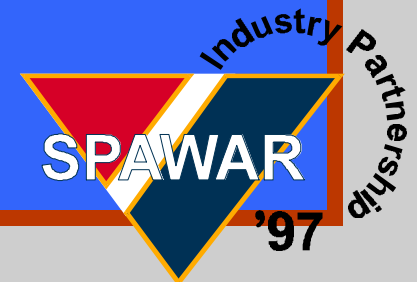
NISE EAST CUSTOMERS

- SPAWAR
- USMC
- Pentagon
- NAVSEA
- Justice Department
- DARPA
- AEGIS
- National Science Foundation
- Royal Saudi Naval Forces
- DFSC
- SOCOM
- USACOM



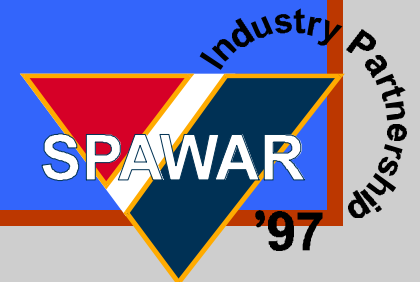
Design, Installation, Repair & In-Service Engineering of the Following Product Lines

- Sensors
- Video Teleconferencing
- Image Processing
- ATC
- Physical & Computer Security
- Cryptologic & Intelligence
- Meteorology
- Navigation
- Communications
- Radiac
- Command & Control



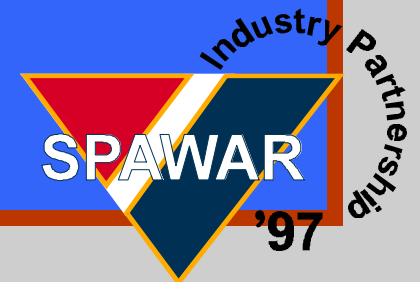
ACQUISITION REQUIREMENTS FLOW FROM:

- Fleet/Shore Users
- Sponsor
- NISE East Tech Code
- Contracts Division



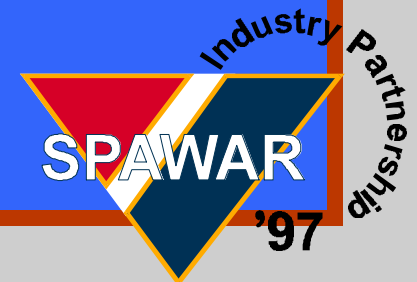
PROCUREMENT PROCESS

- Prepare Acquisition Request Package (ARP)
- Acquisition Plan
 - \$30 million - All years
 - \$15 million - 1 year
- IT LCM approval
- DIV/DEPT Head approval of ARP
- Synopsis
- Issue Solicitation



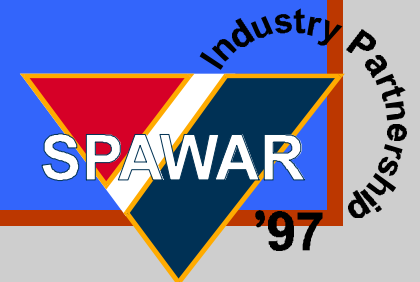
PROCUREMENT PROCESS, cont'd:

- Pre-Proposal Conference
- Proposal Closing Date
- Price/Tech Eval
- Det. Competitive Range
- Audit
- Pre-Business Clearance
 - Local
 - SPAWAR
- Negotiations



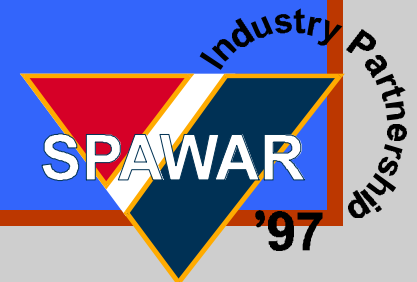
Procurement Process, cont'd:

- Best & Final
- Pre-Award Survey
- Post-Business Clearance
- Award
- Post-Award Conference



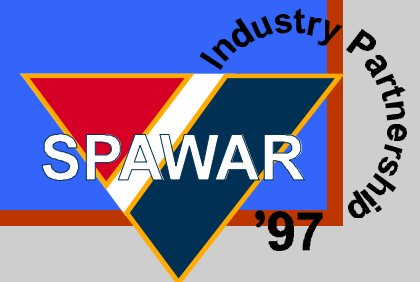
Acquisition Reform Initiatives

- Home Page
 - <http://www-nise.nosc.mil>
- Navy Long Range Acq. Estimates
 - <http://lrae.abm.rda.hq.navy.mil>
- Defense Acquisition Desk Book
 - <http://deskbook.osd.mil/deskbook.html>
- Commerce Business Daily (CBD)
 - <http://cbdnet.access.gpo.gov>

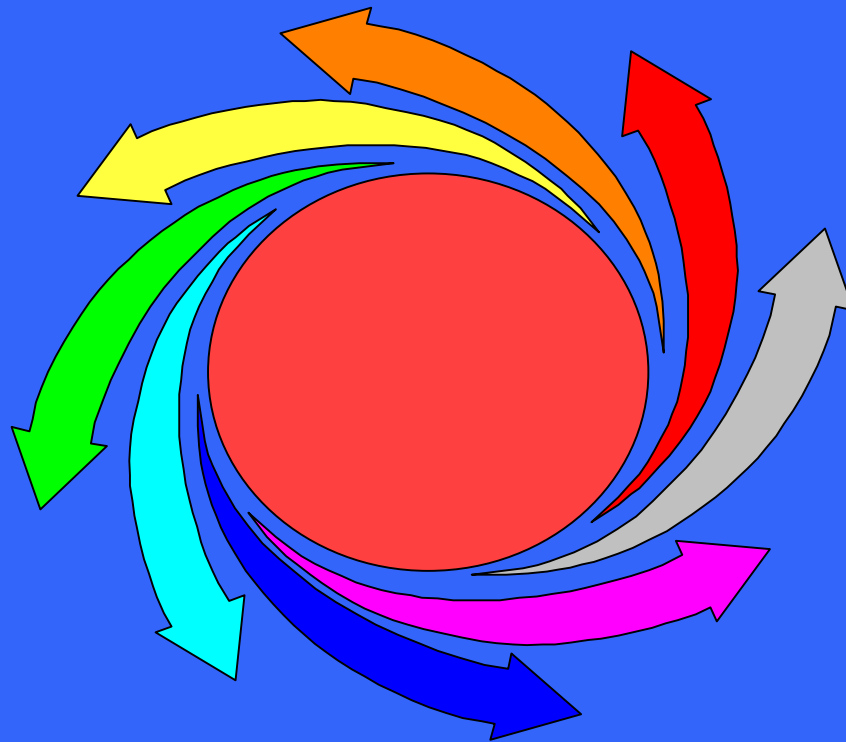


Acquisition Reform Initiatives, cont'd:

- FAR
 - <http://www.gsa.gov/far>
- DFARS
 - <http://www.dtic.mil/dfars>
- Expedited delivery order process
 - Reduced lead time from 30-45 days to 1-5 days

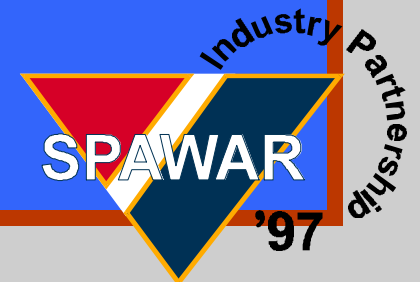


THE CHALLENGE OF CHANGE



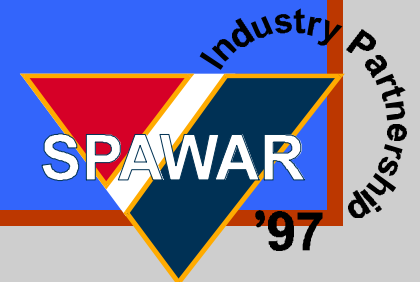
ACQUISITION REFORM (AR) CHANGE

- FASA
- FARA
- ITMRA
- OTA



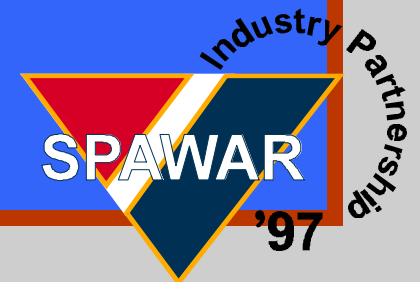
AR

- OLD PHILOSOPHY
 - Avoid Risk
- NEW PHILOSOPHY
 - Manage Risk
 - If it doesn't make sense,
CHALLENGE it



AR

- **OLD PHILOSOPHY**
 - Contractor not on our side - Don't talk to contractor
- **NEW PHILOSOPHY**
 - Contractor is a good guy - Partner with them



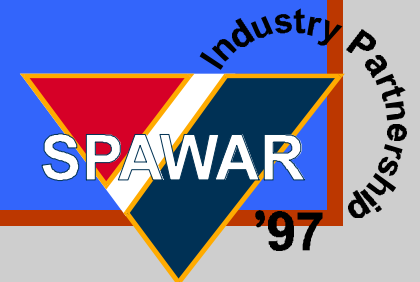
EXAMPLES OF AR & INNOVATION

- Oral Presentations
- Streamlined Evaluation Process
- Past Performance Evaluations
- Special Simplified Procedures for Commercial Items \$100K - \$5M



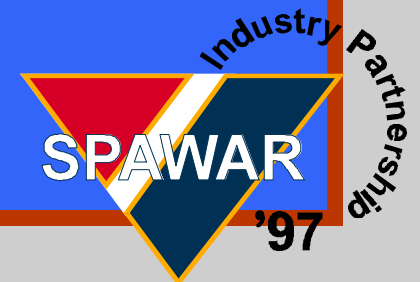
AR/INNOVATION, cont'd:

- Combined synopsis/solicitation for commercial items (entire RFP in CBD)
- Use of WWW Home Page for RFPs/RFQs



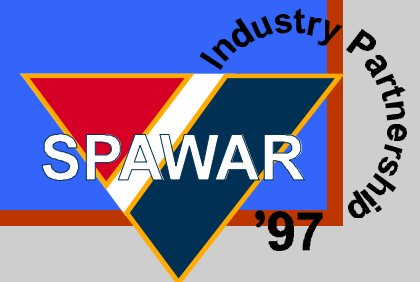
AR/INNOVATION, cont'd:

- Performance based contracting
- BPAs against FSS contract for IT



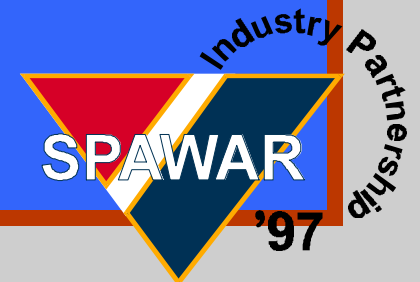
CHANGES YET TO COME

- Major rewrite of FAR Part 15
- More guidance on use of Past Performance Evaluation
- Complete rewrite of NAPS
- Possible expanded usage of IMPAC Credit Card



REVOLUTION AT NISE EAST

- Contracts division organized and co-located with tech codes
- Extensive use of IPTs



REVOLUTION AT NISE EAST, cont'd''

- Contracting personnel will travel with tech code to talk to sponsors
- Expedited delivery order process
1-5 days turn-around vice 15-45 days

